



TORQ Analysis of Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products to Sales Agents, Securities and Commodities




INPUT SECTION:

Transfer	Title	O* NET	Filters		
From Title:	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	41-4011.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Sales Agents, Securities and Commodities	41-3031.01	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

OUTPUT SECTION:

Grand TORQ:

91

Ability TORQ		Skills TORQ		Knowledge TORQ	
Level	 95	Level	 93	Level	 84

Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Deductive Reasoning	64	11	72	Management of Financial Resources	64	9	77	Economics and Accounting	62	26	86
Problem Sensitivity	60	10	72	Judgment and Decision Making	70	8	78	Customer and Personal Service	89	8	95
Number Facility	57	13	53	Active Learning	73	4	78	English Language	55	9	76
Mathematical Reasoning	51	12	56	Critical Thinking	69	3	78				
Inductive Reasoning	51	7	72	Monitoring	70	2	70				
Category Flexibility	53	7	65	Speaking	73	1	95				
Written Comprehension	62	5	78	Social Perceptiveness	71	1	78				
Near Vision	55	4	72								
Flexibility of Closure	42	5	50								
Oral Expression	66	2	84								
Fluency of Ideas	57	2	62								
Selective Attention	35	1	56								

LEVEL and IMPT (IMPORTANCE) refer to the Target Sales Agents, Securities and Commodities. GAP refers to level difference between Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products and Sales Agents, Securities and Commodities.



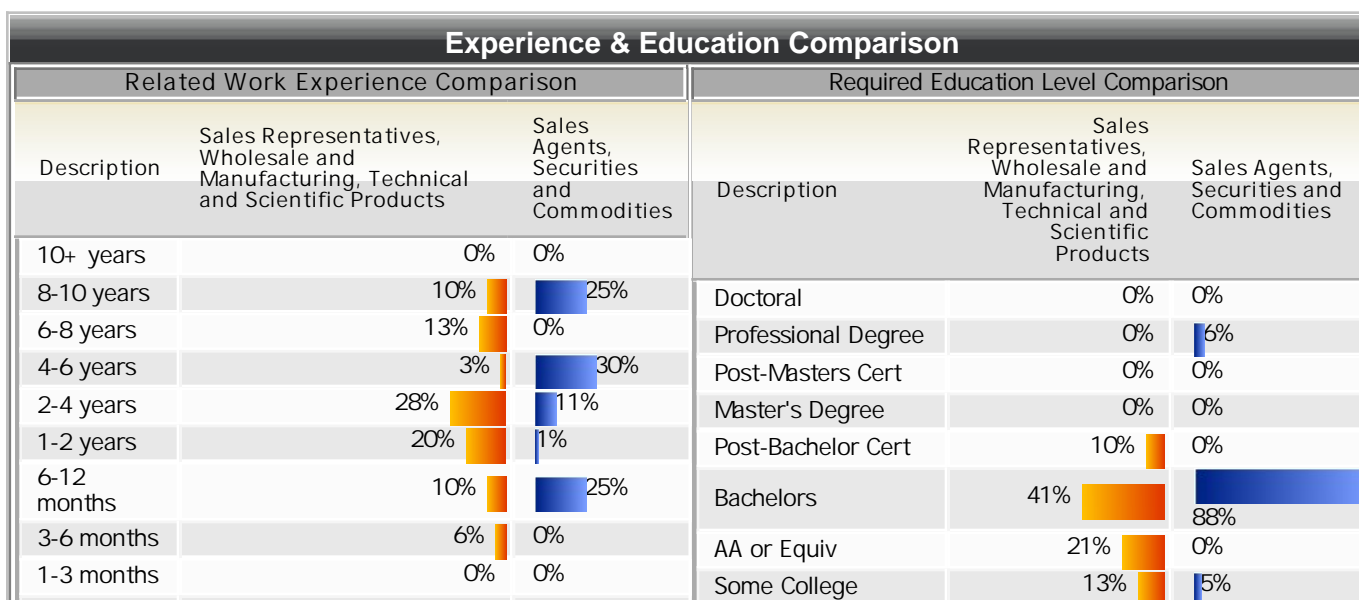
ASK ANALYSIS

Ability Level Comparison - Abilities with importance scores over 50

Description	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sales Agents, Securities and Commodities	Importance
Oral Comprehension	64	62	84
Oral Expression	64	66	84
Written Comprehension	57	62	78
Speech Clarity	60	51	78
Problem Sensitivity	50	60	72
Deductive Reasoning	53	64	72
Inductive Reasoning	44	51	72
Near Vision	51	55	72
Speech Recognition	59	57	72
Category Flexibility	46	53	65
Written Expression	51	51	62
Fluency of Ideas	55	57	62
Information Ordering	50	48	62
Mathematical Reasoning	39	51	56
Selective Attention	34	35	56
Originality	51	51	53
Number Facility	44	57	53
Flexibility of Closure	37	42	50

Skill Level Comparison - Abilities with importance scores over 69

Description	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sales Agents, Securities and Commodities	Importance
Active Listening	78	75	99
Speaking	72	73	95





0-1 month	0%	0%	Post-Secondary Certificate	0%	0%
None	6%	4%	High School Diploma or GED	10%	0%
			No HSD or GED	0%	0%
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products			Sales Agents, Securities and Commodities		
Most Common Educational/Training Requirement:					
Moderate-term on-the-job training			Bachelor's degree		
Job Zone Comparison					
4 - Job Zone Four: Considerable Preparation Needed			4 - Job Zone Four: Considerable Preparation Needed		
A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.			A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.		
Most of these occupations require a four - year bachelor's degree, but some do not.			Most of these occupations require a four - year bachelor's degree, but some do not.		
Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.			Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.		

Tasks

Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sales Agents, Securities and Commodities
Core Tasks	Core Tasks
Generalized Work Activities:	Generalized Work Activities:
<ul style="list-style-type: none"> • Selling or Influencing Others - Convincing others to buy merchandise/goods or to otherwise change their minds or actions. • Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time. • Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail. • Making Decisions and Solving Problems - Analyzing information and evaluating results to choose the best solution and solve problems. • Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person. 	<ul style="list-style-type: none"> • Selling or Influencing Others - Convincing others to buy merchandise/goods or to otherwise change their minds or actions. • Making Decisions and Solving Problems - Analyzing information and evaluating results to choose the best solution and solve problems. • Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time. • Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources. • Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail. • Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.
Specific Tasks	
Occupation Specific Tasks:	
<ul style="list-style-type: none"> • Advise customers regarding office layouts, legal and insurance regulations, cost 	Specific Tasks



regulatory and insurance regulations, cost analyses, and collection methods.

- Answer customers' questions about products, prices, availability, product uses, and credit terms.
- Arrange for installation and test-operation of machinery.
- Attend sales and trade meetings, and read related publications in order to obtain information about market conditions, business trends, and industry developments.
- Collaborate with colleagues to exchange information such as selling strategies and marketing information.
- Complete expense reports, sales reports, and other paperwork.
- Complete product and development training as required.
- Compute customer's installation or production costs, and estimate savings from new services, products, or equipment.
- Consult with engineers regarding technical problems.
- Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services.
- Demonstrate and explain the operation and use of products.
- Emphasize product features based on analyses of customers' needs, and on technical knowledge of product capabilities and limitations.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Inform customers of estimated delivery schedules, service contracts, warranties, or other information pertaining to purchased products.
- Initiate sales campaigns and follow marketing plan guidelines in order to meet sales and production expectations.
- Maintain customer records, using automated systems.
- Negotiate prices and terms of sales and service agreements.
- Obtain building blueprints and specifications for use by engineering departments in bid preparations.
- Prepare sales contracts for orders obtained, and submit orders for processing.
- Prepare sales presentations and proposals that explain product specifications and applications.
- Provide customers with ongoing technical support.
- Provide feedback to company's product design team so that products can be

Occupation Specific Tasks:

- Contact prospective customers in order to present information and explain available services.
- Determine customers' financial services needs, and prepare proposals to sell services that address these needs.
- Develop prospects from current commercial customers, referral leads, and sales and trade meetings.
- Evaluate costs and revenue of agreements in order to determine continued profitability.
- Make presentations on financial services to groups in order to attract new clients.
- Prepare forms or agreements to complete sales.
- Review business trends in order to advise customers regarding expected fluctuations.
- Sell services and equipment, such as trusts, investments, and check processing services.

Detailed Tasks

Detailed Work Activities:

- access media advertising services
- advise clients on financial matters
- advise clients or customers
- complete information on loan forms
- conduct sales presentations
- ensure correct grammar, punctuation, or spelling
- evaluate degree of financial risk
- evaluate product quality for sales activities
- fill out business or government forms
- follow contract, property, or insurance laws
- interview customers
- maintain records, reports, or files
- maintain telephone logs
- make decisions
- make presentations on financial matters
- motivate people
- obtain information from individuals
- prepare reports
- provide customer service
- sell products or services
- sell securities services
- use computers to enter, access or retrieve data
- use interpersonal communication techniques
- use knowledge of economic trends
- use knowledge of written communication in sales work
- use marketing techniques



tailored to clients' needs.

- Quote prices, credit terms and other bid specifications.
- Recommend ways for customers to alter product usage in order to improve production.
- Review existing machinery/equipment placement, and create diagrams to illustrate efficient space utilization, using standard measuring devices and templates.
- Select the correct products or assist customers in making product selections, based on customers' needs, product specifications, and applicable regulations.
- Sell service contracts for products.
- Stock and distribute resources such as samples and promotional and educational materials.
- Study information about new products so that equipment and supplies can be accurately depicted and proper recommendations made.
- Train establishment personnel in equipment use.
- Verify customers' credit ratings, and appraise equipment in order to determine contract terms and trade-in values.
- Verify that materials lists are accurate and that delivery schedules meet project deadlines.
- Visit establishments such as pharmacies in order to check product sales.
- Visit establishments to evaluate needs and to promote product or service sales.

Detailed Tasks

Detailed Work Activities:

- access media advertising services
- advise clients or customers
- advise retail dealers in use of sales promotion techniques
- analyze business, scientific, or technical problems in electronic data processing systems
- analyze sales activities or trends
- answer customer or public inquiries
- arrange delivery schedules
- arrange for trial installations of equipment
- compute financial data
- conduct sales presentations
- conduct training for personnel
- consult with managerial or supervisory personnel
- demonstrate goods or services
- estimate delivery dates
- explain uses or effects of drugs
- fill out business or government forms

- use public speaking techniques
- use sales techniques

Technology - Examples

Compliance software

- Regulatory agency compliance software

Customer relationship management CRM software

- CSI Complex Systems ClientTrade

Data base user interface and query software

- Data entry software

- FundCount Web

Desktop communications software

- ADP/Vantra VOLTS

- Imagine Software Imagine Trading System

Electronic mail software

- Email software

Financial analysis software

- AIQ Systems TradingExpert Pro

- AnalyzerXL software

- Aspen Research Group Aspen Graphics

- CableSoft LiveWire Trader

- Calypso Technology Calypso Asset Management

- Derivicom FinOptions XL

- Leading Market Technologies EXPO

- SunGard MicroHedge

- Trading Blox software

Internet browser software

- Web browser software

Office suite software

- Microsoft Office

Presentation software

- Microsoft PowerPoint

Spreadsheet software

- Microsoft Excel

Word processing software

- Microsoft Word

Tools - Examples



• fill out business or government forms

- identify best product for customer's needs
- instruct customers in product installation, use, or repair
- maintain records, reports, or files
- make presentations
- measure customer for size
- negotiate term of sale or services with customer
- obtain information from individuals
- operate agricultural equipment or machinery
- prepare list of prospective customers
- prepare recommendations based upon research
- prepare reports
- provide advice on food or drug storage or use
- provide customer service
- sell merchandise
- sell products or services
- solicit orders from established or new customers
- understand drug products
- understand technical operating, service or repair manuals
- use computers to enter, access or retrieve data
- use industry terms or concepts
- use interpersonal communication techniques
- use knowledge of medical terminology
- use knowledge of sales contracts
- use knowledge of written communication in sales work
- use marketing techniques
- use product knowledge to market goods
- use sales techniques
- use telephone communication techniques

Technology - Examples

Calendar and scheduling software

- Scheduling software

Customer relationship management CRM software

- ActionWare

- AdTrack Customer Acquisition Management CAM

- AMG Teleran SalesInSync

- Cegedim Target Software Target SFA Pharmaceutical Suite

- FrontRange Solutions Goldmine software

- Desktop computers

- Notebook computers

- Personal computers

- Tablet computers

- Mobile computing devices



- InsideSales.com customer relationship management CRM software

- NetSuite NetCRM

- Sage Software ACT!

- Salesforce.com CRM

- Sybase iAnywhere Pharma Anywhere

- Sybase iAnywhere Sales Anywhere

Data base user interface and query software

- Data entry software

- Microsoft Access

Electronic mail software

- IBM Lotus Notes

- Microsoft Exchange

- Microsoft Outlook

Enterprise resource planning ERP software

- Infor SyteLine ERP

Internet browser software

- Web browser software

Office suite software

- Microsoft Office

Presentation software

- Microsoft PowerPoint

- Presentation software

Project management software

- Khameleon Software E-Business Suite Special Edition

Spreadsheet software

- Microsoft Excel

- Spreadsheet software

Word processing software

- Microsoft Word

- Word processing software

Tools - Examples

- Laptop computers

- Personal computers

- Personal digital assistants PDA

- Tablet computers



Labor Market Comparison

Description	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sales Agents, Securities and Commodities	Difference
Median Wage	\$ 57,210	\$ 65,230	\$ 8,020
10th Percentile Wage	\$ 36,190	\$ 35,780	\$ (410)
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	\$ 79,080	\$103,750	\$ 24,670
90th Percentile Wage	\$137,360	N/A	N/A
Mean Wage	\$ 69,310	\$ 79,360	\$ 10,050
Total Employment - 2007	720	N/A	N/A
Employment Base - 2006	775	1,054	279
Projected Employment - 2016	803	1,109	306
Projected Job Growth - 2006-2016	3.6 %	5.2 %	1.6 %
Projected Annual Openings - 2006-2016	20	33	13

National Job Posting Trends

Trend for Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

Trend for
Sales
Agents,
Securities
and
Commodities



Data from [Indeed](#)**Recommended Programs****Financial Planning**

Financial Planning and Services. A program that prepares individuals to plan and manage the financial interests and growth of individuals and institutions. Includes instruction in portfolio management, investment management, estate planning, insurance, tax planning, strategic investing and planning, financial consulting services, and client relations.

Institution	Address	City	URL
University of Maine at Augusta	46 University Dr	Augusta	www.uma.maine.edu/
University of Maine at Augusta	46 University Dr	Augusta	www.uma.maine.edu/

Investments and Securities

Investments and Securities. A program that prepares individuals to manage assets placed in capital markets, and related technical operations. Includes instruction in security analysis, debt and equity analysis, investment strategies, securities markets, computer-assisted research, portfolio management, portfolio performance analysis, and applications to specific investment problems and business situations.

No schools available for the program

Business and Personal/Financial Services Marketing Operations

Business and Personal/Financial Services Marketing Operations. A program that prepares individuals to perform marketing and operational tasks associated with the provision of personal and financial services. Includes instruction in banking, marketing research, advertising, promotional campaign organization, insurance, media relations, and applicable technical and administrative skills

No schools available for the program

Maine Statewide Promotion Opportunities for Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings
41-4011.00	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	100	4	720	\$57,210.00	\$0.00	4%	20
41-3031.02	Sales Agents, Financial Services	92	4	0	\$65,230.00	\$8,020.00	5%	33
41-3031.01	Sales Agents, Securities and Commodities	91	4	0	\$65,230.00	\$8,020.00	5%	33
11-2022.00	Sales Managers	90	4	1,310	\$72,720.00	\$15,510.00	3%	32
13-2052.00	Personal Financial Advisors	90	3	360	\$94,100.00	\$36,890.00	10%	13
11-2031.00	Public Relations Managers	88	4	290	\$71,020.00	\$13,810.00	9%	10
41-9021.00	Real Estate Brokers	88	3	320	\$61,300.00	\$4,090.00	-1%	22
11-3031.02	Financial Managers, Branch or Department	87	4	2,440	\$67,670.00	\$10,460.00	7%	58



11-2021.00	Marketing Managers	86	4	570	\$74,560.00	\$17,350.00	7%	17
11-3071.01	Transportation Managers	84	3	710	\$62,270.00	\$5,060.00	5%	25
13-1081.00	Logisticians	83	4	190	\$59,120.00	\$1,910.00	4%	4
11-3071.02	Storage and Distribution Managers	83	3	710	\$62,270.00	\$5,060.00	5%	25
41-9031.00	Sales Engineers	83	4	110	\$64,910.00	\$7,700.00	-11%	3
11-1021.00	General and Operations Managers	82	4	8,490	\$77,050.00	\$19,840.00	-5%	209
11-9033.00	Education Administrators, Postsecondary	81	5	600	\$58,090.00	\$880.00	7%	21

Top Industries for Sales Agents, Securities and Commodities

Industry	NAICS	% in Industry	Employment	Projected Employment	% Change
Securities and commodity contracts, brokerages, and exchanges	5231-2	44.53%	142,466	191,181	34.19%
Self-employed workers, primary job	000601	16.35%	52,317	55,737	6.54%
Other financial investment activities	523900	7.50%	24,003	33,826	40.93%
Other nondepository credit intermediation, including real estate credit and consumer lending	522290	4.53%	14,503	17,393	19.92%
Activities related to credit intermediation	522300	1.99%	6,367	8,244	29.48%
Management of companies and enterprises	551100	1.66%	5,296	6,105	15.28%
Self-employed workers, secondary job	000602	1.35%	4,308	4,288	-0.45%
Other investment pools and funds	525900	0.56%	1,783	2,503	40.41%
Direct insurance (except life, health, and medical) carriers	524120	0.30%	965	1,008	4.52%
Management, scientific, and technical consulting services	541600	0.27%	848	1,514	78.52%
Wholesale electronic markets and agents and brokers	425100	0.24%	764	867	13.48%
Employment services	561300	0.14%	437	553	26.56%
Insurance and employee benefit funds	525100	0.13%	405	499	23.23%
Electric power generation, transmission and distribution	221100	0.11%	347	319	-8.03%
Automobile dealers	441100	0.09%	275	312	13.44%

Top Industries for Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products



Industry	NAICS	% in Industry	Employment	Projected Employment	% Change
Professional and commercial equipment and supplies merchant wholesalers	423400	14.12%	58,010	67,622	16.57%
Wholesale electronic markets and agents and brokers	425100	11.21%	46,081	52,291	13.48%
Drugs and druggists' sundries merchant wholesalers	424200	10.67%	43,853	52,149	18.92%
Electrical and electronic goods merchant wholesalers	423600	6.47%	26,583	31,341	17.90%
Computer systems design and related services	541500	6.04%	24,804	33,490	35.02%
Self-employed workers, primary job	000601	3.53%	14,517	15,466	6.54%
Software publishers	511200	2.20%	9,059	11,664	28.76%
Chemical and allied products merchant wholesalers	424600	2.06%	8,454	9,570	13.19%
Management of companies and enterprises	551100	1.89%	7,781	8,970	15.28%
Navigational, measuring, electromedical, and control instruments manufacturing	334500	1.69%	6,957	6,661	-4.26%
Pharmaceutical and medicine manufacturing	325400	1.40%	5,749	7,245	26.03%
Hardware, and plumbing and heating equipment and supplies merchant wholesalers	423700	1.31%	5,395	6,124	13.52%
Computer and peripheral equipment manufacturing	334100	1.21%	4,952	3,241	-34.54%
Medical equipment and supplies manufacturing	339100	1.20%	4,926	5,039	2.29%
Electronics and appliance stores	443100	1.11%	4,543	3,806	-16.21%